

Donald M. Benton, BS, CSP

OBJECTIVE:

A challenging position in Executive Management as an innovative and results driven leader.

HIGHLIGHTS OF QUALIFICATIONS:

- **Thirty years of executive management and business operations skills**
- **Thirty years of successful consensus building with clients, employees and govt. officials**
- **Outstanding communications, marketing, negotiation and presentation skills**
- **Experienced in environmental law, policy and enforcement**
- **Expert in governmental operations, financial institutions law and general insurance law**
- **Innovative thinker with expertise in all aspects of organizational management**
- Professional experience as a certified speaker, sales trainer and motivator
- Twenty-two years of state legislative experience
- Unequalled loyalty and persistence
- Twenty-five years of successful experience recruiting and training quality employees
- Background as Entrepreneur, Insurance Agency Owner, Insurance District Manager Company President, Corporate Director, College Board of Trustees Chairman, Personnel Commissioner, State Representative, State Senator, State Party Chairman, CEO and father of four

ACCOMPLISHMENTS

As Regional Political Coordinator for Donald J. Trump I managed 6 Western states for the 2016 campaign. We won 3 of 6 and made hundreds of thousands of calls in to battle ground states.

As State Director of Washington State for Donald J. Trump I managed a team that secured 76% of the primary vote with the highest turnout of Republicans in state history, helping secure all 41 convention delegates and cement the nomination for Mr. Trump.

As a team leader on the Trump Whip Team in Cleveland, I helped beat back a petition for a roll call vote and helped secure a successful convention and nomination for Mr. Trump.

As director of a large county environmental services department I was responsible for managing the EPA federal NPDES permit and maintaining compliance with the Federal Clean Water Act. I successfully reduced the budget 21% while simultaneously increasing the effectiveness of environmental protections in the county. We won numerous environmental grants and awards for effectiveness.

As a state senator for 22 years, Deputy Majority Leader and state representative, I managed and directed a variety of personal office staff, legal and senate committee staff to achieve remarkable successes in attaining stated legislative goals. Wrote, negotiated, lobbied and passed into law over 50 major pieces of conservative legislation in a blue state. Additionally, I developed, coordinated and led international trade missions for Washington state. Exceptional relationships with South Korea, Australia and Cambodia. Reviewed, refined and approved a \$3.2 billion dollar budget for Washington State Department of Transportation.

As President of National Advertising Consultants, Inc., a training company, I developed and delivered revenue enhancement consulting to law firms, television, radio and cable companies in the United States and internationally. Managed all facets of business-budgeting, salary surveys, and implemented rules and regulations. Successfully negotiated large business contracts with broadcast and cable companies and managed their efficient delivery

As Senate Chairman and Vice Chairman of Government Operations, Transportation and Banking Committees, I became an expert on federal banking law as well as environmental regulations Transportation and storm water policies.

As elected Chairman and CEO of the Washington State Republican Party, I raised several million dollars. Managed a 17 million dollar budget and a large and diverse staff. Reported to a board of directors. Planned, prepared and managed a major state convention with more than 2000 delegates attending

Both in my role as CEO and as an elected official, I have forecasted, prepared, and implemented private and government revenue and expense budgets. Interviewed, hired and mentored multiple new employees. Managed the legal compliance and operations of local, state and federal political campaigns for twenty years

As District Manager for Farmers Insurance Company, while managing 21 agencies (approx 100 employees), we generated over 3 million dollars in annual commissions. Consistently set new sales records while managing multiple sales teams

As founder and CEO of a start-up personnel services company, built the company rapidly to over one million in annual sales and competed effectively with large corporate entities

EMPLOYMENT HISTORY

2016- present	Regional Political Coordinator, West Region, Donald J. Trump for President, Inc., New York, NY
2013-2016	Director of Clark County Department of Environmental Services, Vancouver, WA
1997-2016	State Senator, State of Washington, Olympia, WA
2000- 2001	Chairman/CEO, Washington State Republican Party, Seattle, WA
1997- 1998	CEO, THIS Computer Solutions, Inc., Vancouver, WA
1995 -1997	State Representative, State of Washington, Olympia, WA
1988- 2012	President, National Advertising Consultants, Vancouver, WA
1987-1988	Senior Consultant, American Consulting Services, Inc., Vancouver, WA
1981-1988	District Manager and Agent, Farmers Insurance Group, Inc. Los Angeles, CA
1978-1988	Co-Founder/President, Santa Clarita Valley Temporaries, Valencia, CA
1978	Oregon/WA Representative, Hartz Mountain Company, Portland, OR
1978	Assistant Manager/Manager, T G & Y Stores, Newhall and La Cañada, CA
1977	Grocery Clerk, Alpha Beta, Inc., Van Nuys, CA
1976	Night Supervisor, Giant Truck Stop, Castaic, CA
1975-1976	Private, US Army, Honorable discharge, Fort Ord, CA

GOVERNMENT POSITIONS-ELECTED OR APPOINTED

2012- Elected Chairman, Senate F&O Committee, Administrative Management of WA State Senate.
1996 - 2016 Elected WA State Senate
1994 Elected WA House of Representatives
1985 - Re-elected to Board of Trustees, Santa Clarita Community College District-Elected President of Board
1981- Elected to Board of Trustees, Santa Clarita Community College District.
1980 - Appointed Personnel Commissioner, William S. Hart High School District - Conducted and ruled on administrative hearings based on the California Civil Service system

CERTIFICATIONS:

Certified Storm Water Inspector
Certified Erosion Control Specialist
Certified Speaking Professional
Certified Range Safety Officer, NRA
Certified Trap Shooting Coach, NRA
Certified Speaking Professional, NSAI

EDUCATION:

1978-80-College of the Canyons Community College AA Degree obtained
1990- Concordia University 4 year institution BS Degree in Business Management and Communication obtained
1998 Washington State University- Graduate and post graduate institution -Masters Level courses. No degree obtained
2015- University of Washington- Graduate and Post graduate institution. Obtained a Certificate in Executive Government Management program.

HONORS AND AWARDS

1980- Jaycee of the year- Santa Clarita Valley Jaycees
1981- Named one of the Ten Outstanding Young Men of California
1981- Order of the Blue Max- Farmers Insurance Company-exceptional performance
1995- Founding Fathers Award- WA State House of Representatives
2004-Legislator of the Year-WA Council of Police and Sheriffs
2012-Legislator of the Year-WA Council of Police and Sheriffs
2016-Legislator of the Year-NW Credit Union Association
2016- Longest Serving Member of the Banking and Financial Institutions and Housing Committee- WA State Senate Award

MEMBERSHIPS

Mt. Hood Masonic Lodge -Master Mason- Life Member
Scottish Rite of Freemasonry, SJ, Vancouver Valley, 32nd Degree-Life member

Boy Scouts of America-Certified Scout leader- Cascade Pacific Council
NRA- Life Member and Certified Range Safety Officer and Certified Trap Shooting Coach
Loyal Order of the Moose- Life Member
SCV Jaycees- Past President
ALEC- American Legislative Exchange Council-WA State Chairman and Life Member since 1994
American Red Cross-Past Board Chairman
Civil Air Patrol- Honorary Major

MILITARY SERVICE:

Enlisted in US Army under the Guaranteed Enlistment Program in 1975 and successfully completed basic training at Fort Ord, CA.. When, upon completion of basic training, my guaranteed MOS was unavailable, I exercised the guarantee option for an honorable discharge

REFERENCES:

Donald J. Trump
Jared Kushner
Jim Murphy
Justin Clark
Brian Jacks
Matt Mowers
Dr. Alduino A Adelini
Peter Mozena, Esq.

FIVE YEAR SALARY HISTORY

